FSC-30-B	2/13/98
SUBJECT: FORSYTH/BEST VALUE/MONARCH Reference Guide	

DISTRIBUTION:

X AVP	X KAM	X DM
X RSM	X AM	X RM
X RBM	X AE	___ Sales Rep
X ROM		___ Retail Rep

Objective: Explain and describe the various programs regarding Forsyth and Best Value/Monarch.

Purpose: Use as a reference guide or a training tool for all Managers and Sales Reps.

- Attached is revised version of the FORSYTH/BEST VALUE/MONARCH Reference Guide reflecting pricing changes effective 1/26/98 (replaces the FSC-111-B, 9/23/97 version.)
  - Page 13 discusses procedures for obtaining bundling calculation forms available in F3-Fill under "Field Sales Order Forms."
  - Pricing in F3-Fill has also been updated to reflect the 1/26/98 price increase.

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